

The Real Estate ANALYST

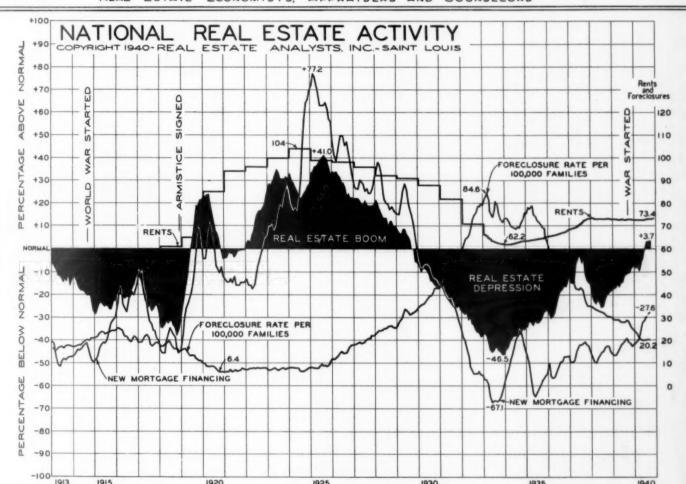
OCTOBER 28

Roy Wenzlick

A concise easily digested periodic analysis based upon scientific research in real estate fundamentals and trends....Constantly measuring and reporting the basic economic factors responsible for changes in trends and válues.....Current StudiesSurveys....Forecasts

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VOLUME IX



OLUNTARY sales of real estate in the principal cities again increased slightly in September, carrying our chart to 3.7% above the long-term normal. During the boom in the twenties we reached a level 41.0% above normal, then sank during the depression to a point 46.5% below normal. We are now more than half-way back to boom levels of activity in the nation as a whole. Activity is still spotty, however, and all communities have not shared to the same extent in the recovery.

Although foreclosures have reached such a low level that further radical drops are impossible, we think the movement during the next year will be downward. Residential rents showed a very slight rise, which may be the start of a new upward movement.

New mortgage financing advanced to a new recovery high. We think our mortgage line may need revision, as it is based on the number of mortgages recorded in principal cities, and the tendency toward amortized mortgages has probably reduced the number of mortgages in relation to the dollar value due to the lessening of second and third mortgages.

ST. LOUIS Z BUIL. SIX ROOM FRAME RESIDENCE STANDARD OF A BUILDING COSTS

The chart on page 197 shows the variations in the costs of materials, labor and overhead for a six-room frame residence in St. Louis. Ploor plans and a picture of the house are shown with the chart. Gosts are grouped into four olassifications of material, four of labor and three of overhead. A further breakdown of these groups is given in detail below. Columns of the table are numbered, and a brief description of the items included in each is given in the

paragraphs below. Paragraphs are numbered to correspond with the columns described. Building material costs are printed in black; the corresponding direct labor items are given in red, Overhead items - columns 18, 19 and 20 - are also printed in black.
*No labor items are shown in column 13, Building Hardware, as they have already been included in column 6, Mill Work.

Group A:
(1) Mason Materials: Cement, sand, gravel, quick lime, hydrated lime, hard wall plaster, face and common brick, fire brick, flue

inding. Labor. (2) Tile Materials: 4¢ x 4¢ vall tile, ceramic floor tile, cap Group B: GROOT A: Materials. Labor.

Group B: (4) Dafiniahed Lamber: Columns, beams, floor and ceiling joists, interior and exterior studs, rafters, bracing, etc. Labor. interior and exterior sub-flooring, sheathing, beveled siding, finished floors, asphalt shingle roofing, roofing felt, tar paper, abutters etc. Labor. (6) Mill Work: Windows, doors, trim, kitchen cabinet, stairs. (2) Tile Materia.
and base. Imbor.
(3) TOTAL OF GROUP A: Materials. Imbor.

d (7) TOAL OF GROUP B: Materials. Labor.

(6) Heating: Boiler, insulating jackets, fittings, tools, pipes, (6) Fleating: Boiler, insulating jackets, fittings, tools, pipes, (7) Plumbing: 30il Flpes and connections, stack, water pipe and connections, stack and only water pipe and connections, lead caken and bathroom fixtures; hot water pipe and connections, lead owners and tank to be furnished by others. Labor.

(10) TOAL Metal: Copper gutters, downspouts, flashing. Labor.

(11) Sheet Metal: Copper gutters, downspouts, flashing. Labor.

(12) Richtcal Work: Main switch, EX cable, switch poxes, respectively with the common and wire nails, boilts, damper, (13) Mails and Hardware: Common and wire nails, boilts, damper, (13)

Group E:

(18) Overhead and profit of subcontractors in plastering, heating, plumbing, metal work, electrical work and tile work.

(19) General contractor's profit.

(20) Missouri sales tax (now 2% on materials), old age and unemployment tax (federal and state), liability and employees' compensation insurance, fire and tornado insurance, completion bond.

(22) TOTAL CONSTRUCTION COST. ash doors, finish hardware.

(14) Paint Materials: White lead, linseed oil, turpentine. I (15) Miso: Metal & vood laths, corner bead, insulation. I (16) FORL OF GROFP: Materials. Labor.

(17) FORL COSTS: Materials. Labor.

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BUILDING COSTS ARE ADVANCING RAPIDLY

In this booklet by Roy Wenzlick entitled, "Should We Build Our Home Now?" In this booklet he advised immediate building for anyone contemplating building a home. He said, "I have gone over my figures very carefully, and because of the combination of low interest rates and construction costs, I can say definitely that a house can be built today to sell for a smaller payment per month than has been possible at any time during the past twenty years. That this cost will go lower, I consider improbable. That it will remain at this level for any length of time, I think extremely doubtful. That it will probably rise by a considerable amount in the relatively near future, I believe a distinct possibility."

Again in the May issue of Better Homes and Gardens he started an article with the sentence, "If you ever expect to build a home, there are many reasons for believing the next six months offer opportunities which probably won't exist again for many years."

A glance at the table and chart opposite shows how correct this advice was. It will be noticed that before the war started in Europe, it cost \$5923 to build the standard six-room frame house covered by the table. As late as July 1940 it could still be built for \$6004, an increase of only \$81 or 1.4%. Since then, however, the rises have been sharp. In August the cost increased by \$274, in September by \$112 more and in October by \$151 - a total in the three months of \$547, or 9.1%. In the opinion of our organization these increases in construction cost are just beginning.



It is interesting how this cost reaction is following the same pattern followed after the beginning of the World War. One year after the war started the cost of building had advanced by only \$6. The following year it advanced by \$430, or 11.2%; in six years, \$3845 or slightly more than 100%. It should be noticed, however, that the advance in price in the last three months is almost equal to the advance in the second year of the first World War. It should also be remembered that the real cause of the real estate

boom of the twenties was the increase in construction costs from 1915 to 1920. Costs are now increasing more rapidly than they did then.

Recently a client asked for a comparison of the increase in construction costs of a frame and a brick house. The house to the left above is the standard sixroom frame house covered by the table on the page opposite. The house illustrated at the lower right is the standard six-room brick house described and charted from 1913 on in a Construction Bulletin published by Real Estate Analysts on April 21, 1939. A comparison of the recent behavior of costs is shown below:



	Frame House	Brick House				
Cost in July	\$6004	\$6643				
Cost in Oct. Increase in cost=	<u>6551</u> \$ 547	<u>6926</u> \$ 283				

RATE OF GROWTH OF METROPOLITAN COUNTIES

AND acquires its value from its fertility, its mineral deposits and its location. Its fertility, if the highest and best use of the land involves fertility, affects the dollar value through the net profit, which is left as rent of the land, after all expenses of production are paid. Mineral deposits affect the value of the land in much the same fashion as fertility except that the quantity that can be extracted is limited, requiring allowances for depletion. Location of all land, regardless of use, affects value. and the mineral deposits take on value as they are accessible to satisfactory In urban properties where neither fertility nor mineral deposits (other than a soil satisfactory from the viewpoint of foundation problems) are of any importance, practically the entire value depends on location. The value due to location is greatly affected by population changes. It is quite obvious that subdivision properties will sell more readily and at a higher price in a city that is growing rapidly than in a city that is stationary or declining in population. Since commercial locations depend entirely for their value on accessibility to large numbers of potential buyers, their values will have rather direct relationship to population growth.

While the foregoing is more or less obvious, it is not generally recognized that in a period when construction costs are rising rapidly - as they are at present - rents and values on older properties will rise more rapidly in a city that is growing in population than they will in a city that is growing slowly. The reason why this is true is that in the rapidly growing city vacancies are absorbed quickly, bringing about a housing shortage, which in turn causes rents to rise rapidly on older buildings. The rents and values of older buildings will continue to rise until they reach the level of construction costs then current, which forms their approximate upper limit. On the other hand, let us take an extreme example - a city losing population fast enough to maintain a large percentage of vacancy that remains fairly constant in spite of improving business conditions and in spite of the fact that older buildings are constantly being torn down or becoming too obsolete to remain a part of the competitive market. In this latter city, regardless of how rapidly construction costs rise, rents and values will not rise proportionately.

Contrary to popular opinion, commercial values in any community do not depend so much on the rate of growth of that community as they do on the number of potential buyers accessible to that location and to the buying habits of these people.

The 1940 federal census figures are now available for all counties in the United States. The rate of growth in the last decade for the country as a whole has been much slower than it has been in the past. This change has many implications for real estate. It is better, however, not to generalize on these effects as the population trends have been different in different parts of the country.

The charts on the six following pages show the relative rates of growth for each decade from 1850 to the present for the principal metropolitan counties of the United States. These charts are based on the county rather than the city, as in a long period of years city boundaries change frequently and materially, while county boundaries, with few exceptions, have remained fixed. The county limits also generally include many important suburbs not inside the city limits. In a number of the cities shown on these charts more than one

county has been included in the metropolitan area.

In order to understand these charts and what they indicate, it is necessary first to study the chart at the bottom of this page.

This chart shows the typical (median) rate of growth for each decade from 1850 to 1940 for all metropolitan counties in the United States. It will be noticed on this chart that from 1850 to 1860 the typical metropolitan county had increased in population by 41.4%. The increase from the 1860 census to the census of 1870 was 30.7%, and for each succeeding census enumeration the percentages are shown down to the present census of April, 1940, which shows the typical growth of 7.2% over the 1930 figures.

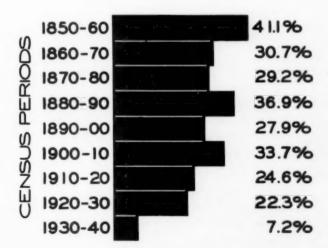
The charts on the following pages show the rates of population growth in each decade for each of the principal metropolitan counties - not in absolute figures but as a percentage above or below the typical rate of growth for that decade. For instance, the chart on Albany on the following page shows that between 1850 and 1860 Albany increased in population by a percentage 58% below the typical increase in all metropolitan counties. This does not mean that Albany lost population, for it actually grew 17% in this period, but it did not grow as rapidly as the typical metropolitan area.

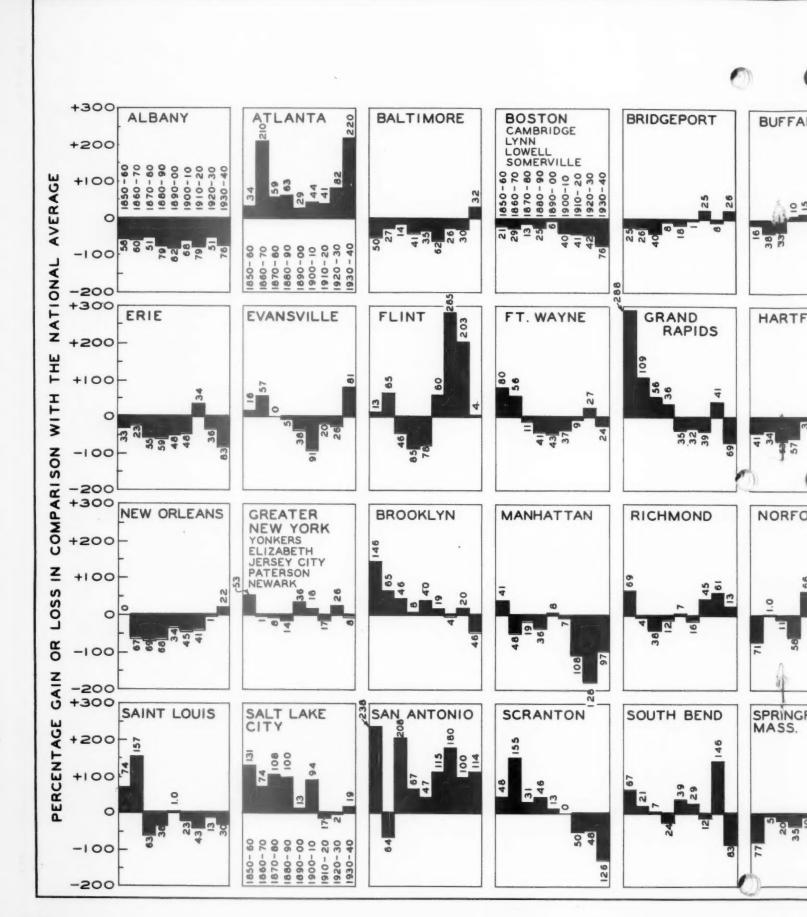
A second example, Atlanta, shows a totally different picture over the entire period from 1850 to the present. The rate of growth in Atlanta has been greater than the typical experience in metropolitan counties. From 1930 to 1940 the rate of growth of Atlanta exceeded the typical rate by 219.5%.

It will be noticed that some cities have been below the typical rate of growth each decade we have shown. This is true of many of the older, more matured cities in the East and Northeast. It is not true of most of the cities in the Southwest and on the West Coast.

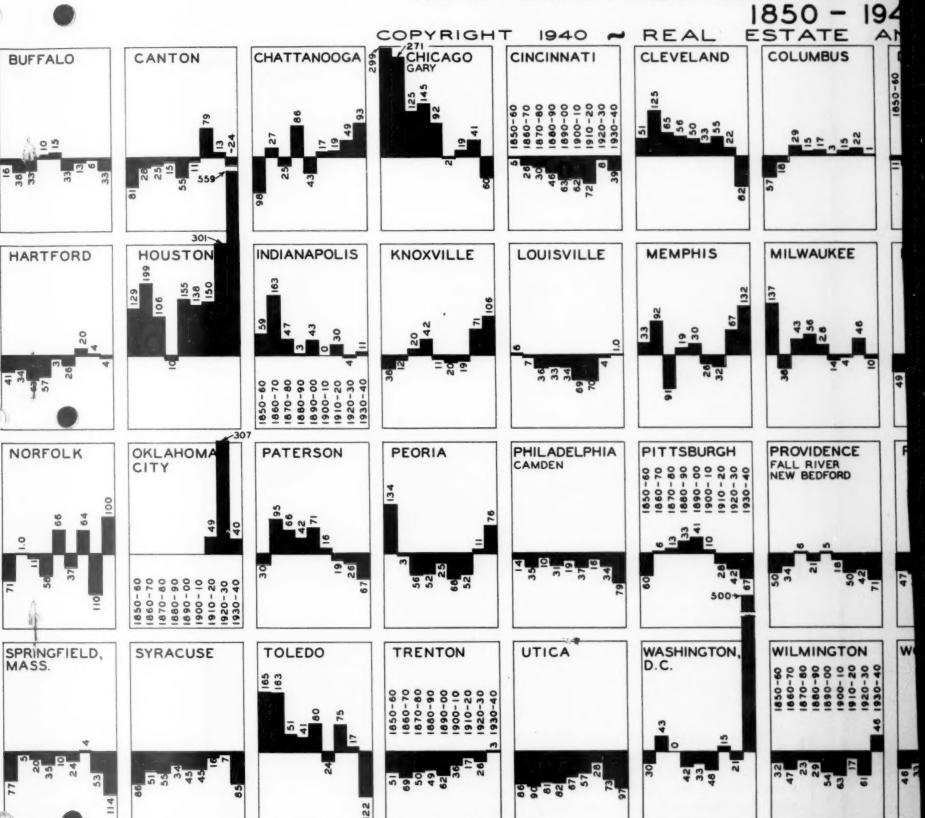
We think that this series of charts evaluates the various metropolitan areas in the United States from the standpoint of population growth on a relative basis entirely apart from local enthusiasms.

AVERAGE RATE OF GROWTH OF METROPOLITAN COUNTIES 1850-1940

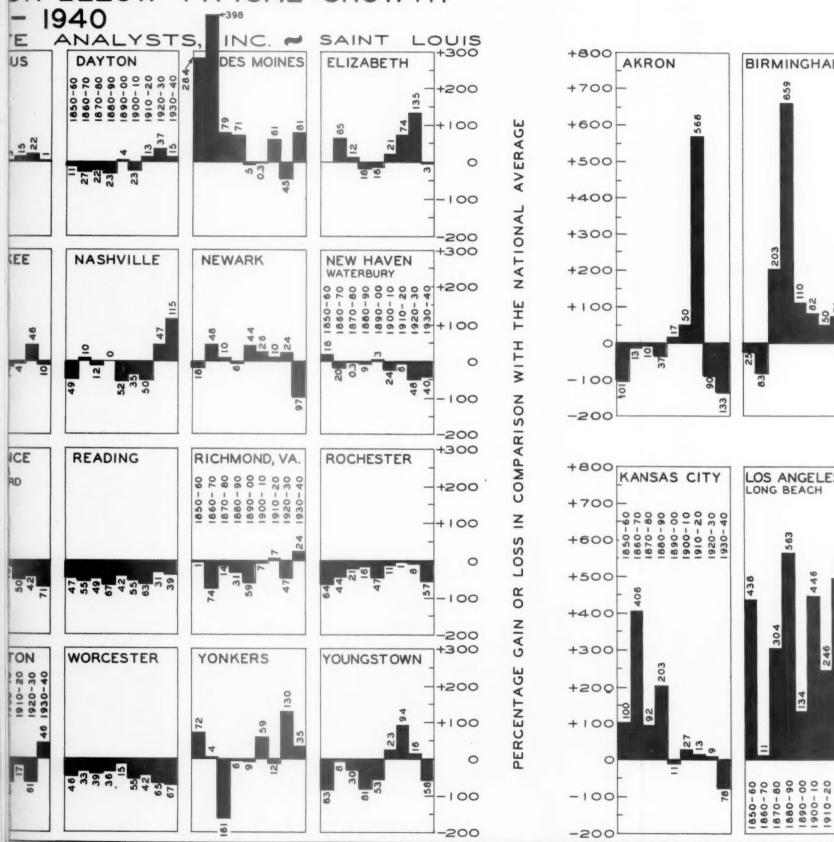


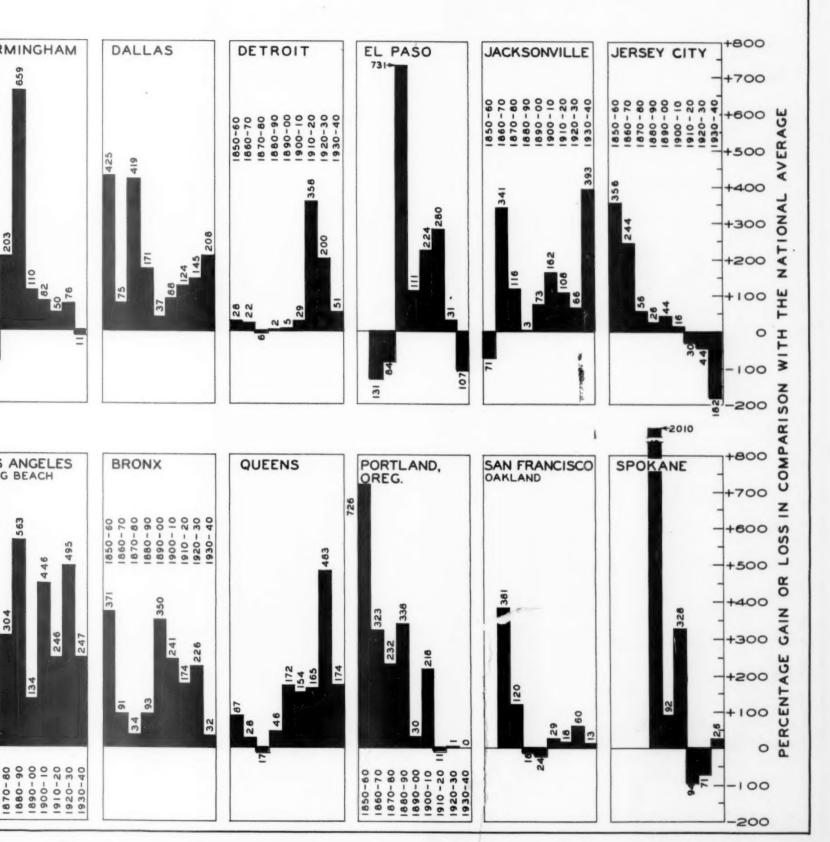


RATE OF POPULATION GROWTH O AS A PERCENTAGE ABOVE OR B



H OF METROPOLITAN COUNTIES OR BELOW TYPICAL GROWTH

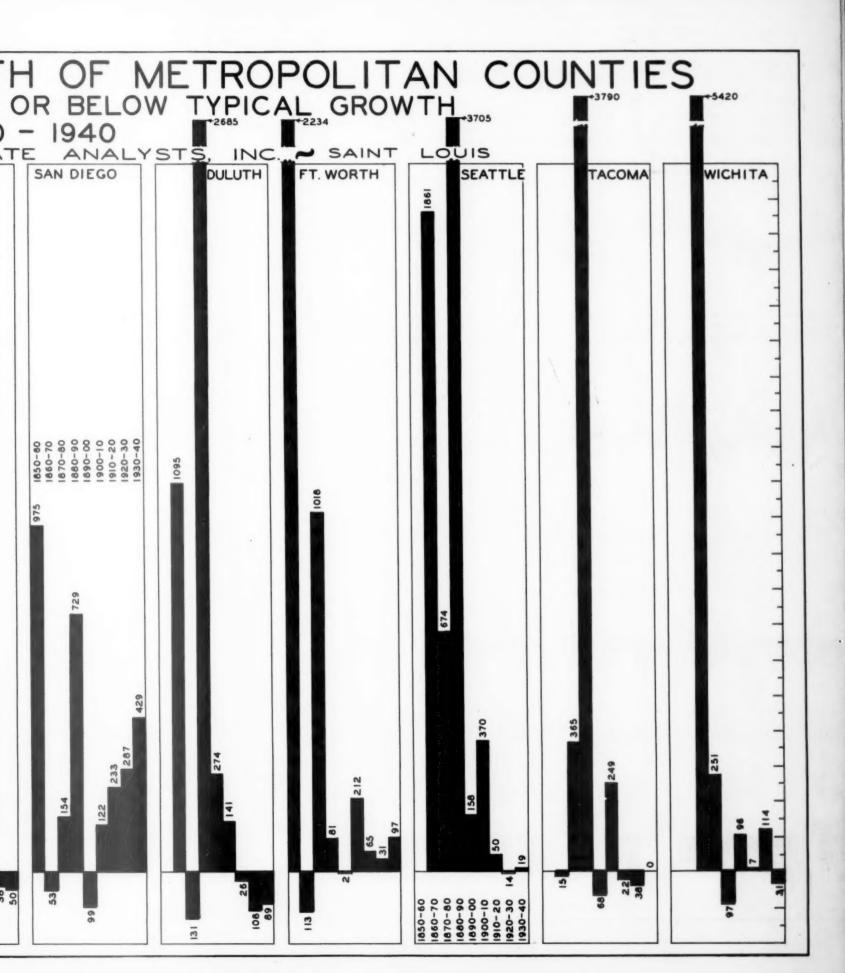


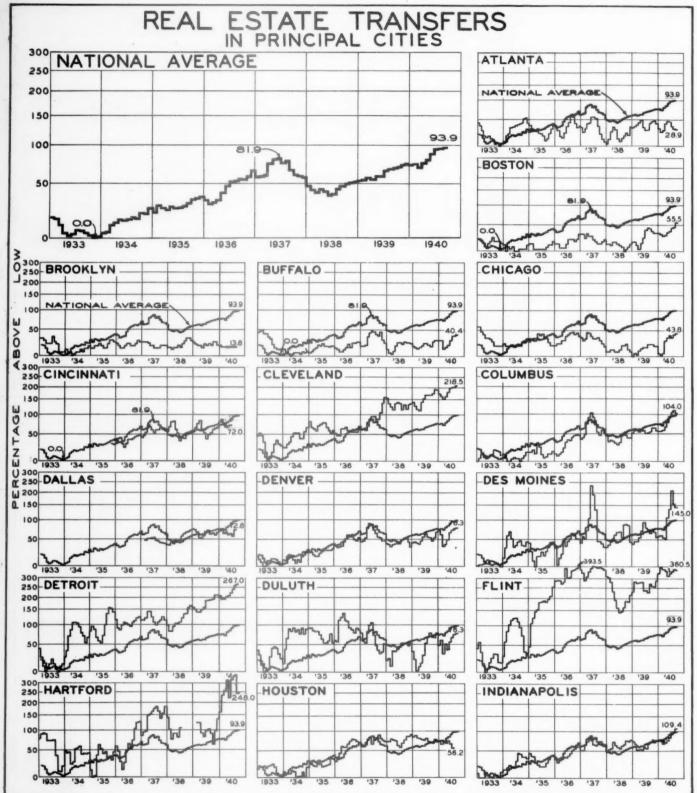


RATE OF POPULATION **GROWTH** AS A PERCENTAGE ABOVE

1850 ESTATE COPYRIGHT 1940 REAL +800 +2000 MINNEAPOLIS SAN OMAHA DENVER MIAMI TAMPA +1900 +700 +1800 +600 +1700 +500 +1600 +400 +1500 +300 +1400 +200 96 +1300 +100 1850-60 +1200 0 +1100 -100 964 +1000 -200 900 +800 TULSA 800 +700 700 Z +600 600 537 +500 500 +400 297 400 341 265 +300 300 PERCENTAGE +200 200 +100 100 0 0 1650-60 1660-70 1670-80 1680-90 1690-00 1910-20 25 1920-30 2 1930-40 1650-60 1650-60 1650-60 1650-90 1690-10 1910-20 1920-30 -100

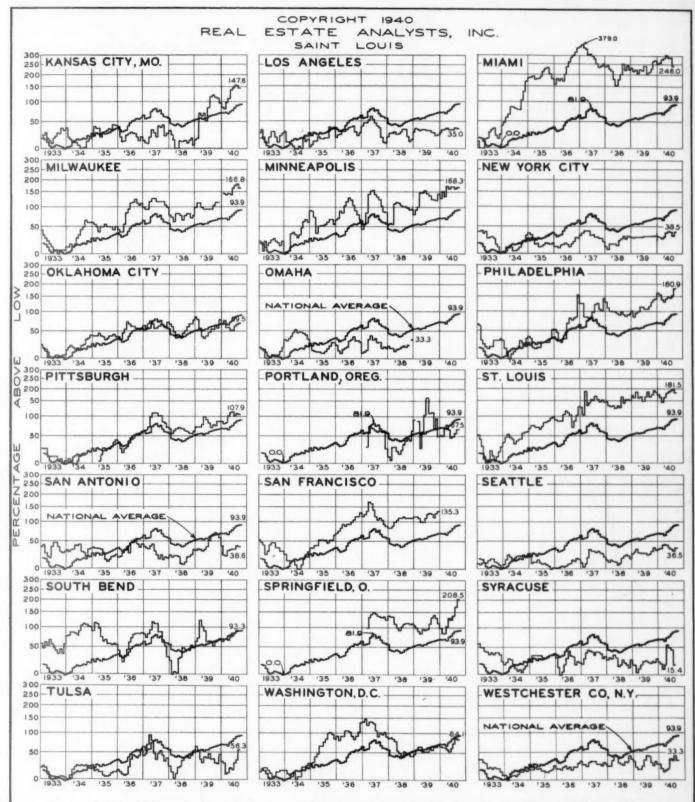
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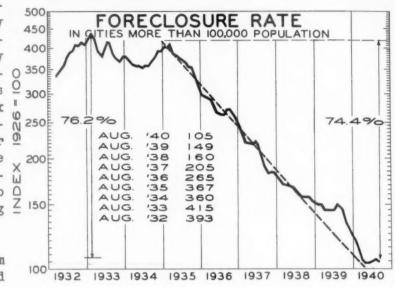
THESE charts show the fluctuations in the voluntary transfers of real estate from 1933 to the present. The black line on each chart shows the monthly fluctuations of voluntary transfers as a percentage above the low point for that city. The red line is identical on all charts and shows the typical reactions of all cities on which figures are available. All figures have been corrected for seasonal influences.

For some cities it has been possible to secure far more accurate figures on voluntary transfers than for others. This is due to differences in local



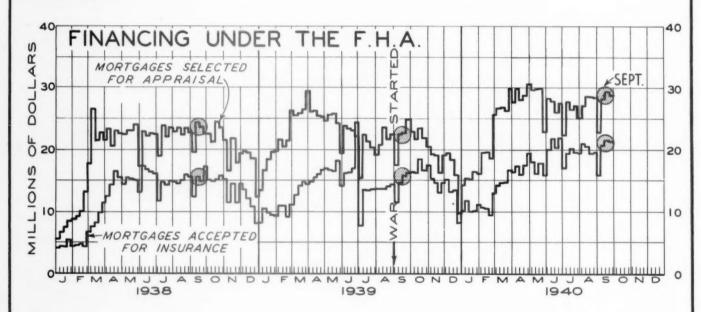
custom of handling sales and recording. A warning is in order against the use of figures on "Instruments recorded" often given out by recorders and sometimes used as a business index. These figures generally are a great many times larger than voluntary transfers, since they include foreclosures, mortgages and miscellaneous recordings. Foreclosures are generally down when voluntary transfers are up and vice versa. A total which includes both will be relatively too high during a depression and too low during a period of real estate activity, as the voluntary and involuntary transfers have a tendency to cancel each other.

RBAN foreclosures for August 1940 on a seasonally adjusted basis showed a decrease of 1.9% from the July level bringing them back approximately to the low record levels of this last spring. We think that the increased armament activity, together with the higher building costs, will stabilize real estate still further, reducing the foreclosure rate to a considerably lower levels during the fo



This chart is computed from basic figures that are gathered by the Home Owners' Loan Corpora-

tion from all cities of more than one hundred thousand population in the United States.



ORTGAGES selected for appraisal and accepted for insurance by the Federal Housing Administration in September maintained the level of the last four months with only slight variation. This level has varied from 2% to 67% above the corresponding months of a year ago.

Watch these lines very closely this fall to see if new building can hurdle the increased costs now developing. Our own opinion is that during this fall costs will not prove a major deterrent.

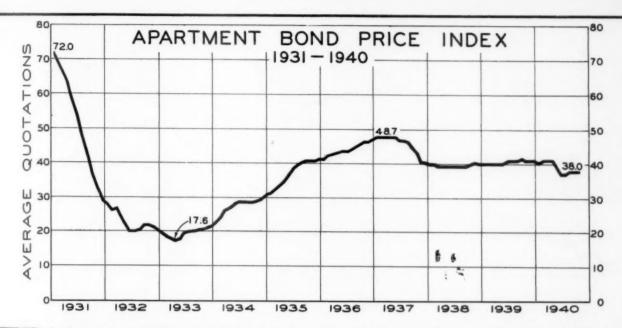
MORTGAGES SELECTED FOR APPRAISAL COMPARED WITH YEAR AGO

1939 1940

Sept. Oct. Nov. Dec. Jan. Feb. Mar. Apr. May June July Aug. Sept -8% +2% -4% -13% -9% -2% -6% +21% +18% +11% +42% +24% +27%

MORTGAGES ACCEPTED FOR INSURANCE COMPARED WITH YEAR AGO

-9\$ +13\$ +2\$ +5\$ +15\$ +9\$ +1\$ +18\$ +9\$ +2\$ +67\$ +58\$ +37\$



THE index of apartment bond prices for October 1940 remained at the August and September level of 38.0. The bonds used in preparing this index and the statistical method employed in its preparation are described in detail in our bond bulletin published August 14, 1940. A copy of this bulletin will be sent to any subscriber on request.

THE REAL ESTATE ANALYST INDEX OF RESIDENTIAL RENTS

HE table below shows residential rent figures. This is the revised index of residential rents which appeared in the Real Estate Analyst for the first time in the February, 1938, issue. All rents are expressed in dollars per month per room. This makes possible a comparison of rent levels between different

cities, and in the same city between heated and unheated units. The twenty-six cities selected are typical cities scattered from coast to coast. The method of computing this index is described on page 889 in the February, 1938, Real Estate Analyst.

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irmingham	5.93	8.92	6.15	9.65	6.26	9.86	6.40	9.80	6.25	9.79	6.42	9.81	6.47	9.85	6.52	9.
oston						15.30										
hicago	10.30	12.38	10.56	12.71	10.60	12.61	10.51	12.51	10.77	12.50	10.90	12.57	10.86	12.65	10.80	12.
incinnati	10.18	12.52	10.22	12.73	9.98	12.69	9.90	12.88	9.91	12.85	9.93	12.86	9.83	12.92	9.78	12.
leveland	9.80	12.25	9.90	12.73	9.94	12.67	9.65	12.75	9.75	12.70	9.55	12.68	9.86	12.66	9.58	12.
olumbus	7.73	11.41	7.66	11.51	7.14	11.10	7.06	10.88	7.07	10.85	7.10	10.85	7.19	10.90	7.20	10.
enver	7.54	12.25	7.86	13.20	8.02	13.10	7.78	12.98	7.85	12.87	7.91	12.74	7.87	12.71	7.86	12.
etroit	10.02	11.76	9.45	11.78	9.00	11.58	8.89	11.49	8.95	11.54	9.02	11.56	9.08	11.65	9.13	11.
ouston	8.69	10.30	8.95	11.03	8.73	11.02	8.52	11.01	8.49	10.97	8.40	10.87	8.36	10.77	8.28	10.
ansas City	5.40	6.95	5.88	7.00	6.21	7.05	6.18	7.15	6.19	7.14	6.20	7.14	6.22	7:19	6.20	7.
os Angeles	10.70	13.24	10.80	13.27	10.70	12.52	10.69	11.78	10.69	11.70	10.66	11.62	10.76	11.59	10.76	11.
ilwaukee	9.22	10.59	9.28	10.70	9.27	10.60	9.07	10.61	9.15	10.59	9.19	10.59	9.15	10.59	9.12	10.
inneapolis	7.37	9.65	8.11	10.19	8.43	10.23	8.35	10.30	8.37	10.30	8.37	10.28	8.31	10.30	8.21	10.
ew Orleansq	6.82	8.80	7.90	9.51	8.50	10.37	7.99	10.26	8.24	10.30	8.53	10.30	8.78	10.53	8.86	10.
ew York	12.98	18.83	13.33	19.53	12.94	19.80	12.72	19.20	12.59	19.33	12.80	19.53	12.72	19.65	12.69	19
maha	6.62	10.40	6.47	10.62	6.49	11.48	6.65	11.55	6.69	11.55	6.75	11.60	6.82	11.70	6.81	11.
hiladelphia	7.05	14.10	7.28	14.25	7.05	13.98	7.01	13.69	7.00	13.68	7.08	13.85	7.18	14.05	7.20	14.
ittsburgh	9.14	11.60	9.48	12.28	9.20	12.24	9.06	12.30	9.20	12.29	9.31	12.12	9.33	12.11	9.31	12.
ichmond	8.09	10.75	8.36	11.17	8.23	11.02	8.30	11.19	8.24	11.13	8.25	11.08	8.20	11.03	8.25	10
aint Louis	7.53	10.08	7.86	10.49	8.13	10.70	8.19	10.62	8.24	10.57	8.25	10.51	8.22	10.59	8.23	10
alt Lake City	6.70	10.12	7.30	10.68	7.80	10.98	7.69	11.01	7.60	11.11	7.75	11.08	7.77	11.07	7.84	11.
an Francisco	9.17	12.68	9.80	13.30	9.86	13.55	9.70	13.28	9.70	13.22	9.70	13.12	9.76	13.05	9.76	13
eattle						12.02										
ulsa	8.12		8.65						7.63		7.59		7.58		7.51	
													*Pre	limina	ry	